

Want Ads.,
Agriculture,
Commerce.

The Times



Dispatch

Financial,
Manufacturing,
Real Estate.

RICHMOND, VA., SUNDAY, FEBRUARY 12, 1911.

PRICE FIVE CENTS.

FOR DEVELOPMENT OF THE SOUTHLAND

Industrial Section of The
Times-Dispatch Pro-
poses to Enlarge.

VIRGINIA AND NORTH CAROLINA

Time Is Ripe to Bring New In-
dustries and Land Buyers to
These Two Best of South-
ern States—Campaign of
Industrial Education
Is Started.

For the past decade, and even longer, the eyes of thoughtful men of means in the North, the West and the Northwest have been turning toward the South. The industrial and agricultural opportunities and the inducements the South's natural advantages, its raw material, its water powers, its rich and low-priced lands and its unsurpassed climate offer to the capital necessary to fully develop new industries and idle farm lands are being given consideration. No country in the world at this time offers greater inducements, and the people of the less favored sections of the country are beginning to find it out.

The eyes of the industrial world are indeed being focused on the Southland and all that the land owners, the owners of the acres upon which grow the raw material, the owners of water powers, the communities, the municipalities, the trade organizations and newspapers of the cities and towns and of the counties have to do is to let the world know of the inducements this glorious Southland has to offer to investors, developers and the builders and makers of new industries. Something, a great deal in fact, has been done in Virginia and North Carolina along these lines, but not enough, and what has been done, while done in spasmodic ways instead of systematically and continuously, has resulted in bringing new capital and new energy into these States to help build up their industries.

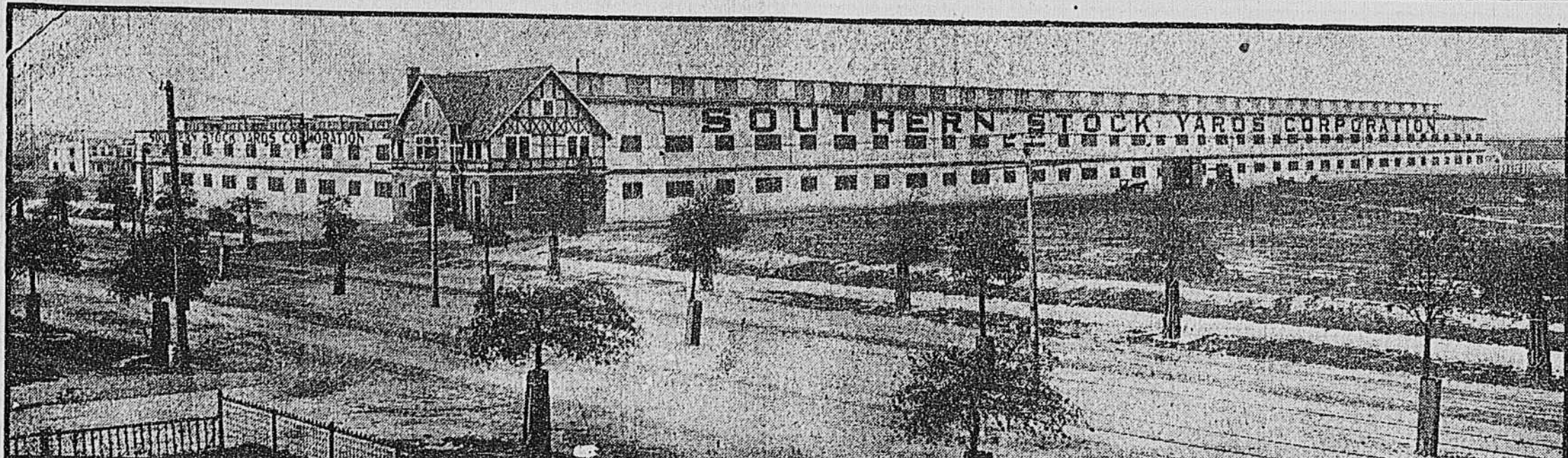
The Present Outlook.
All of the indications and all of the signs of the times point unerringly to the fact that this good year 1911 will witness more activity and more inquiry in regard to the industrial and agricultural advantages of Virginia and North Carolina and the whole Southland than ever before in the history of the country. From every part of the West and the Northwest where the climatic and other conditions are not so favorable as in Virginia and North Carolina, and where the high-priced farm lands are beyond the reach of thousands upon thousands of young agriculturists who yet have money enough to invest in the cheaper lands of the South, and where industrial conditions are not as favorable to the establishment of new enterprises as here, there are coming by every mail inquiries about good towns in Virginia and North Carolina; inquiries for manufacturing sites, for water powers, for farming lands, etc. It is believed that in this year more "out-side capital" will be brought South more new business people will locate in the South and more new industries will be established in the South with this outside capital than in any one year since the industrial tide turned Southward.

Enlarged Efforts of This Paper.
These facts being so manifest, The Times-Dispatch has determined to enlarge the efforts of the Industrial Section to turn this tide through Virginia and North Carolina. To that end the Industrial editor and special correspondents will visit all parts of the two States during the year to learn in detail of the advantages the various sections and communities have to offer to immigration and capital and write up and illustrate the same, that the investors of the country who are looking Southward may know, and that the homefolks themselves may know more and more of these unsurpassed advantages and inducements. Five years ago The Times-Dispatch took the initiative among American journals in the inauguration of this class of newspaper work, and it has since then made the Industrial Section a most prominent feature of the paper, a feature that has been the means of bringing to Virginia numerous new industries and not a little of outside capital. It has at the same time opened the eyes of our own people to the varied advantages and the wonderful resources of our State until the ranks of the croakers and knockers have been greatly thinned out, and the army of optimists and "boosters" (if the word suits better), has been largely recruited.

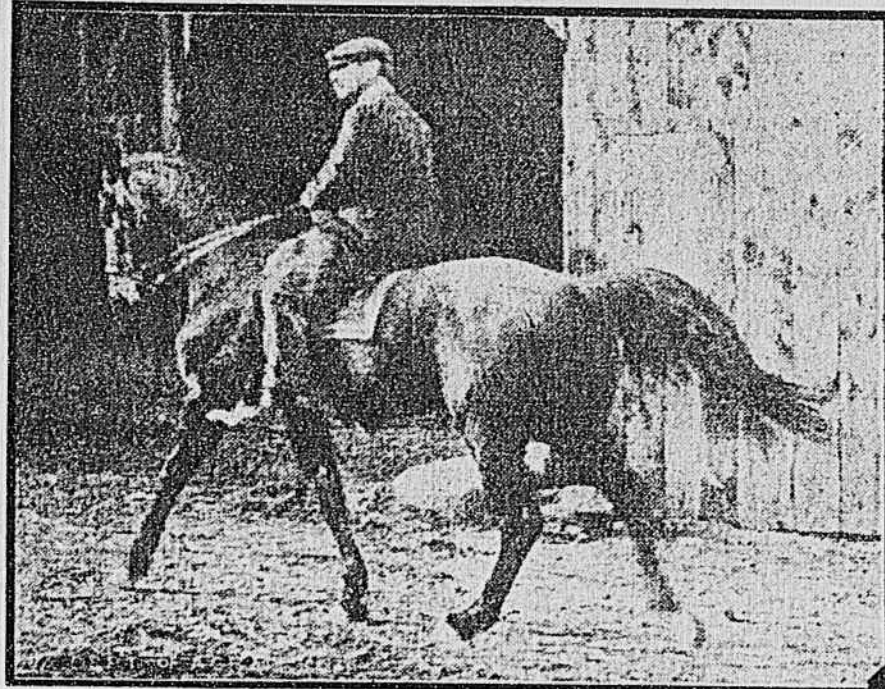
Value of Accurate Information.
All the people of the two States require to make them optimists is information as to the resources and hid-

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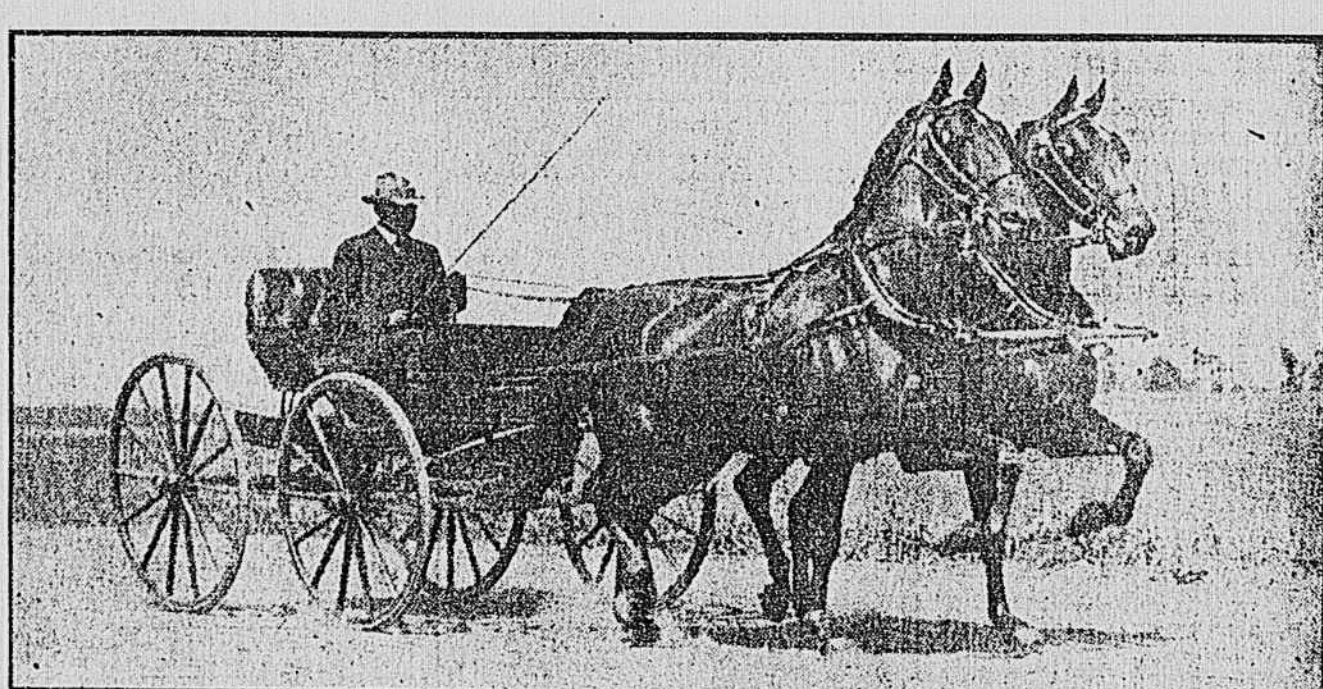
HORSE BREEDING AND SELLING IN VIRGINIA



SOUTHERN STOCK YARDS' BARN.



A VIRGINIAN PRODUCT.



VIRGINIA-BRED CARRIAGE HORSES.



VIRGINIA-BRED SADDLE HORSES.

REAL ESTATE AND BUILDING NEWS

Decided Activity Loomed Up
When the Sun Came From
Behind Clouds.

EXCITING RUMORS IN THE AIR

Ninth Street Skyscraper As-
sured—Increased Demand for
Farm Lands—The Suburbs.

The rain it came; the winds blew the cold air from the frigid Northwest and the mud beyond the pavements blocked the automobiles and defied the buggies, and all that kind of thing kept up vigorously four out of the six business days of the past week. Of course this remarkable spell of extremity had weather dampened the ardor of the real estate agents, as well as that of the investors and speculators in Richmond and suburban realty. But finally the bright sun came out in all of its February glory (and there is nothing lovelier than the sun when it looks down upon Old Virginia in its February attire), and then the agents and the investors and the speculators and the private sellers of valuable dirt got very busy. They made up for lost time, and so, notwithstanding much bad weather, the week turned out to be one of the most active and most productive of real business since the beginning of the new year.

Yesterday there was an exciting rumor to the effect that the property at the corner of Eleventh and Bank Streets had been sold to a prominent capitalist, and that the sale meant the immediate beginning of another skyscraper—one that would probably throw those now reaching towards the stars completely in the shade. I went direct to headquarters for confirmation of the pleasing rumor, and the capitalist announced emphatically that he not only had not bought the property, but that he was not even negotiating for it.

Chamber of Commerce Deal.
Another equally as pleasing rumor, while not positively confirmed by the interested parties, seems to be favored with much better foundation in fact

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NEW INDUSTRIES OF THE PAST WEEK

Decided Increase in Develop-
mental Announcements in
South.

(Special to The Times-Dispatch.)
Baltimore, Md., February 11.—During the past week there was a decided increase in announcements of industrial and other developmental enterprises throughout the South. Some of the most important enterprises reported during recent months are announced in this week's issue of the Manufacturers' Record, as follows:

Georgia Power Company. Atlanta completed arrangements for beginning its first waterpower development at Tallulah Falls, where 100,000-horsepower will be obtained for transmission by electricity to Atlanta, a distance of ninety miles. Engineers are preparing to begin construction of dam, powerhouse, steel towers for holding about 300 miles of wire, distributing station at Atlanta, etc. Additional water powers owned by the company will be developed in the future for about 100,000-horsepower, thus giving a total of 200,000-horsepower for transmission in the Atlanta district, and will doubtless result in largely increasing that city's manufacturing industries. The Georgia Power Company is being financed by Canadian and English capitalists, and its capitalization is \$20,000,000.

Frank Nelson, Jr., Birmingham, will organize a company, capitalized at from \$500,000 to \$1,000,000, to develop Pratt Mine No. 16 for a daily capacity of 5,000 tons of coal; the shaft will be lined with concrete.

Waller Mining Corporation, Falls Church, Va., has been chartered with \$500,000 capital stock to develop gold mines.

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SMALLER BREAKS OF LEAF TOBACCO

Sundry Conditions Bring About
Curtailed Deliveries—Market
Somewhat Less Active.

60 PER CENT. OF CROP SOLD

Wrappers in Demand—Figures
Satisfactory—Smaller Breaks
Looked for This Week.

For two reasons the beginning of the end of the rush of leaf tobacco to the Virginia and North Carolina markets is at hand. In the first place, the growers have been so eager to turn their leaf into money they have overdone the work of flooding the warehouse floors with the loose tobacco, and almost before they were aware of it they have sold about 60 per cent. of the crop of 1910. They are now beginning to realize that the crowding of the markets tends to depress prices, and so they are at last disposed to hold up a bit. In the second place, a cold snap has come along and smaller quantities of the raw leaf is in marketing order, and finally the farmers are getting a little busy with their teams in farming operations for this good year.

These things explain why the receipts of loose leaf tobacco and the sales on the warehouse floors were smaller last week than they have been since the beginning of the new year. The sales on the floors of the five Richmond warehouses amounted to about 1,150,000 pounds, of which about 225,000 pounds were Burley goods and the balance dark tobacco, principally the sun-cured leaf. The market was fairly active, although not as much as the week previous, prices having sagged to some extent on most of the grades. This weakening in prices was less noticeable in the better grades, and it can hardly be said that the fine wrappers were any lower. Fine sun-cured wrappers sold all the way from \$25 to \$35 per hundred.

The figures for the White Burley were very well maintained, the weakness noticeable in this class of tobacco being in the red stock. The package dealers had fairly good

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VIEWS AND NEAR VIEWS; HINTS AND SUGGESTIONS

Virginia "The Greatest," a Repetition—Looking
Far Southward—Mighty Automobile Busi-
ness—Big Money in Peanut Oil—Sug-
gestions Wise and Otherwise.

BY FRANK S. WOODSON,
Industrial Editor.

Last week in speaking in this column of the advisability of establishing factories in Virginia for the manufacture of corn-cob pipes I remarked, in passing: "Virginia is now one among the greatest of the corn-growing States, and is rapidly pushing on to the point where it will be able to boast that it is the very greatest." Last Monday night I received a typewritten letter dated "Albemarle county, Va., February 6th," and postmarked in Richmond about noon of the same day. The writer of the letter, while using language in his criticisms that bordered on the insulting, was not mean enough to sign his name, but called himself "Farmer Critic." There is strong circumstantial evidence that he is no farmer, and it is certain that the letter was not written in Albemarle county. This gross misrepresentation takes from the communication any and all value that it might otherwise have possessed.

Ordinarily anonymous communications are not noticed in this paper, but for reasons that are apparent this one calls for a few remarks. The writer ridicules my statement that Virginia is among the greatest of corn-growing States, and expresses the belief that I am ignorant of corn facts. He quotes from the figures of the United States Agricultural Department, for 1909 to show that fifteen States, including six Southern States, grew more bushels of corn in 1909 than did Virginia. His ridicule of the boys' corn clubs and their efforts, and, in fact, ridicules most good things Virginia, and in a general way proves himself to be a kind of dyspeptic growler and chronic croaker.

The Industrial Section is quite as familiar with the official figures of the Agricultural Department of the government as this croaker, and it has never intimated that Virginia grows more bushels of corn than some other States or that it is among those which stand at the head of the list as producers of the greatest number of bushels, but it has said, and now maintains, that this State is among the greatest of corn-growing States. Merely to bulk is not the sole constituent of greatness. If it were Alexander II, Stephens could never have gone down in history as a great man.

Last year, according to the official figures, Virginia had 2,142,970 acres of land in corn, from which 54,621,000 bushels were harvested, which was an average of 25.5 bushels to the acre. The increase in bushels over the previous year was 10,735,000, and the average per acre was enlarged 2.4 bushels. This was the largest increase made by any of the six Southern States my chronic kicker mentions, and the average per acre was greater than any of the six except Kentucky, which led Virginia's average by three bushels, and Tennessee, which led by only four-tenths of a bushel. Virginia's average per acre was seven bushels greater than either of the Carolinas, and at the same price it realized from its corn acreage \$4.55 per acre more than North Carolina, \$1.62 per acre more than South Carolina, and as for Georgia, one of the other States named, Virginia's average was eleven bushels per acre larger and her income from corn \$7.15 per acre more. Virginia's average was

greater than that of Kansas by six and a half bushels, and greater than that of Oklahoma by nine and a half bushels. Of course, the big corn-growing States of the Middle West and the Northwest made better averages than Virginia or any other Southern State, for the simple reason that the West is not handicapped with unscientific negro farmers, who do not use fertilizers, and whose poor farming and poorer working of their crops bring sickly results, and therefore greatly reduce the average throughout the State. Kentucky and Tennessee are not as badly handicapped in this way as Virginia, the Carolinas and Georgia, for Virginia would probably have made a better average than either Kentucky or Tennessee. It is dollars to doughnuts that if the corn crops of Virginia were measured, Virginia's average would be up with those of the rich Western States, and exceed the most of them. And then, too, because of proximity to the corn markets and other favorable conditions, Virginia farmers netted 55 cents per bushels for their last year's crop, while the Western men fell far under this figure. Ohio farmers getting 45 cents, those of Indiana 40 cents, those of Illinois 38 cents, and those of Iowa 36 cents net, and so on.

Furthermore, there is a farmer in Virginia who has gathered 100 bushels of corn per acre from 100 acres, his average planting. There are others who have gathered from 60 to 80 and 90 bushels per acre from large acreages, and Commissioner Kolner asks in his annual report: "What other State can show a farmer who makes 100 bushels to the acre on 100 acres?" What this man can do in the magnificent soil of Virginia others can do, and what is more, they are catching on to how to do it.

With all of these official facts and figures before me I repeat: "Virginia is now one among the greatest of the corn-growing States," and if her growers continue to improve their lands and increase their averages for the next five years as they have for the past five, the time is in sight when she will be the "very greatest" among corn-growing States, anonymous letter writers and chronic kickers with hob-nailed livers to the contrary notwithstanding.

An Important Conference.
The Pan-American Commercial Conference will meet in Washington tomorrow and probably hold several sessions this week. Richmond and all Southern manufacturers and men engaged in selling goods are deeply interested in the doling of the conference. This organization, formerly known as the Bureau of American Republics, is an international union maintained by the twenty-one American republics and devoted to the development and maintenance of commerce, friendly intercourse, and good understanding among them. Its affairs are administered by a director-general and assistant director, elected by and responsible to a governing board, composed of the Secretary of State of the United States and the diplomatic representative in Washington of the other American governments. The purpose of this conference is to

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MULES AND HORSES SOLD IN RICHMOND

Finest Work Animal
Market in Southeast-
ern Part of Country.

A DRAWING CARD FOR BIG BUSINESS

Mighty Plant of Southern Stock
Yards Corporation—Virginia
Mule and Horse Breeders
Have Splendid Opportunity.
Plenty of Grass and
Grain.

BY FRANK S. WOODSON,
Industrial Editor.

Speaking recently in this section of The Times-Dispatch of the immense wholesaling and jobbing business done in this city, I said that within a certain territory anything from a tooth-pick up to a steam engine could be bought from wholesalers, and many of the things within that compass were enumerated. If the territory had been enlarged somewhat, I might have added horses and ponies and mules as commodities that go to swell the wholesale business of Richmond to enormous proportions.

All Richmond people are not interested in horses and mules, and therefore all Richmond people do not know that this city has become the largest horse market in the Southern or Eastern part of the country, and it is to be doubted if more than one or two single markets anywhere sell and ship to the Southern States more work animals than does Richmond. The largest horse and mule-selling plant in the South is in Richmond, and the largest single sales stable in the United States is located in this city. Of course, I refer to the plant and the immense barns of the Southern Stock Yards Corporation, Incorporated, which is conducted away out on West Broad Street by Smyth Brothers-McClellan Company, the world renowned animal commission salesmen.

Biggest Barn in the Country.
The immense stable, the main building in which this company houses and sells horses and mules by the thousands, stands upon a fifteen-acre lot, and the building covers five acres, the roof covering over 200,000 square feet of floor space. It is a model and modern house in all respects. The stable in the offices, the boardwalks, the mule pens, the restaurant, the telephone and telegraph offices, the waiting rooms and the railway side tracks all being under one roof. The building is kept as neat as a pin, and is entirely sanitary. It is electrically lighted and perfectly sewerage, being supplied with all necessary plumbing for such purpose and for furnishing an abundant water supply. The railway side tracks run the entire length of the immense house, and all animals shipped or received are loaded and unloaded within the building.

Taken altogether, the entire plant is unsurpassed anywhere in this country, and there are very few, if any, to equal it in its facilities for the transaction of the business it was designed for.

Drawing Card.
It is probable that there is no establishment in Richmond that brings in the course of a year as many visitors and strangers to the city to do business as this immense horse and mule stable. It is a drawing card that there is not an enterprise in the city that brings as much good North and South Carolina and Georgia money to Richmond as does the Southern Stock Yards Corporation, for there are but comparatively few animals at work on the farms of Virginia and other parts of the Carolinas and the larger part of Georgia that do not go through the barns of this concern. The horses and mules from these and other States because of the railway facilities can come to Richmond in the night, and they do come in droves to buy work horses and mules and carriages and buggy and riding horses to the city's customers. During the busy season the auction and other sales are from 1,000 to 1,500 animals every week. Only last week the shipments to points South of here were over fifty carloads, not counting the many animals sent out of town by private parties. James Ivey by boat and train were driven through the country to nearby Virginia points. Not less than a hundred buyers from out-of-town and out-of-Virginia points head for this stable every week, and it goes without saying that these horse and mule dealers leave a great deal of money in Richmond while they tarry here.

A Case in Point.
It is an interesting fact that very many of the best horse and mule dealers of the Carolinas and Georgia come here to buy their stock and also town, village and country merchants, and not a few of them, by visiting Richmond to buy horses have tarried to buy merchandise for their stores also.

Only last Friday a wholesale notion house found a new customer in a Southern combination sawmill, country store and horseman who came here only to buy horses. The man, a Southern Stock Yards, but he got interested in Richmond and the notion jobber sold him a bill of \$2,000.

Doubtless this combination business man also bought shoes, dry goods and groceries. If he didn't this time he may do it on his next trip. This it happens that the big horse and mule business which the Smyth Brothers-McClellan Company has established here has proven to be a strong card that wins a vast amount of general business for Richmond beyond the animal trade.

Money Saved Going and Coming.
The firm does a general horse commission business, and it is so well known among the stock breeders of the country that immense shipments come to their barns direct from the stock-breeding farms, unaccompanied by the owners or agents, the entire business of selling being left in the hands of Smyth Brothers-McClellan. Thus the breeders, by the reputation of the firm for fair and straightforward dealing, are saved

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